



U.S. Army Pfc. Erik Tyson, of 2nd Platoon, Delta Company, 1st Battalion, 4th Infantry Regiment, U.S. Army Europe, fires an AT-4 anti-tank rocket

U.S. Army photo by Spc. Eric Cabral/Released

The purpose of this newsletter is to provide the small business community, Army, DoD and other government researchers and leadership additional insight into the Army SBIR program.

Army SBIR Vision

To be the Army's premier source of innovative technology solutions, providing direct access to America's high-tech small business research & development community, enabling our Soldiers deployed around the world.

Army SBIR Helpdesk

The Army SBIR Helpdesk provides answers to program questions and assistance to small businesses and Government participants. It is operated Monday through Friday from 8 am to 5 pm (except on Federal holidays). You may reach the help desk by email at army.sbir@us.army.mil or by calling (703) 806-2085.

A Message from the Army SBIR Program Manager

I was encouraged with the attendance of small businesses at the 2010 SBIR Beyond Phase II Conference & Technology Showcase, held September 13-17th in San Antonio, TX. I was particularly impressed by the number of small businesses who participated in the "one-on-one" sessions with our PEOs, TAAs and Prime Contractors. I truly enjoyed meeting the attendees and discussing aspects of the Program and new ideas. I was again reminded of the importance of transition planning and advocacy of project ideas early-on with PEOs and Primes. It is the support and participation of small businesses that drives innovation and delivers critical solutions to our Soldiers.

For those of you who have not yet attended an outreach conference, I strongly encourage you to do so. The Army SBIR Program actively participates in a number of conferences and outreach events each year. By attending these events, the SBIR team is able to interface directly with small businesses and provide guidance and solutions on SBIR issues as well as gather feedback on our processes and any new initiatives. A list of upcoming conferences can be found on the second page of this newsletter and on our website – www.armysbir.army.mil.

After several months on the job, here are some of my observations which may help guide you through the SBIR process:

- Establish an auditable accounting system as soon as possible. Having an acceptable accounting system in place prior to contract negotiation can significantly improve the time to award contracts and ultimately the time to transition innovative technologies. For further information on establishing an approved accounting system please visit the Defense Contract Audit Agency (DCAA) website at <http://www.dcaa.mil/>. We recommend downloading the "Information for Contractors" guide which is located on the DCAA homepage.
- Transitioning SBIR developed technologies is a critical step in delivering state-of-the-art products to our Soldiers. Transition is difficult and depends on several factors including the capability of the small business, both in terms of the business itself and the ability to do the research; the market for the technology; resources available; transition advocacy; and the maturity of the technology. To reduce the challenge of transition, please consider the following:
 - Start your transition planning early (before the end of your Phase I award).
 - Work closely with your Contracting Officer Technical Representative (COR) and your Technical Assistance Advocate (TAA) to build lasting relationships with PEO and Primes.
 - Utilize Army SBIR Transition Initiatives: Technical Assistance, Commercialization Pilot Program (CPP), & Phase II Enhancements. A description of these initiatives can be found on our website: www.armysbir.army.mil



Spc. Evin Galbreath gets some trigger time July 16 at the COS Marez test fire berm. US Army photo

11.1 SOLICITATION

Solicitation Opens Dec 13, 2010

Solicitation Closes: Jan 12, 2011
Phase I proposals due

OUTREACH EVENTS

2010 SBIR Fall National Conference Nov 8-11, Oklahoma City, OK

www.sbirok.com

14th Annual Small Business Conference Nov 17-18 Mclean, VA

www.ndia.org/meetings/1430

27th Army Science Conference Nov 29-Dec 2 Orlando, FL

www.armyscienceconference.com

2010 Defense Manufacturing Conference Nov 29-Dec 2, Las Vegas

www.dmc2010.com

Have a Success Story?

We are continually seeking new "success stories" from small businesses, much like the one you see featured in this newsletter. Successful small businesses and their technology are highlighted in our yearly Commercialization Brochure, website, and quarterly newsletter. If you are interested in submitting a story, please contact the SBIR Program Management Office at army.sbir@us.army.mil.

Featured Army SBIR Success Story



ADVANCED CIRCULATORY SYSTEMS, INC.

Advanced Circulatory Systems, Inc. (ACSI)

www.advancedcirculatory.com

U.S. Army Medical Research and Materiel Command

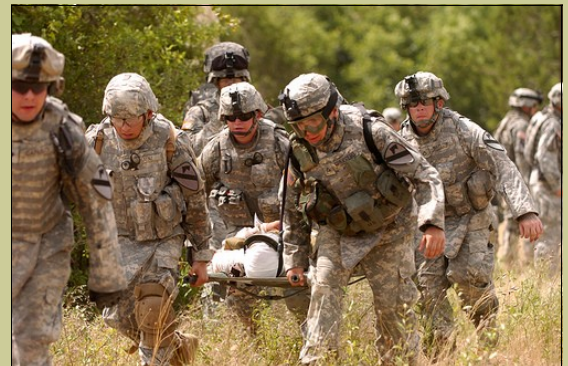
ResQvent™ – Traumatic Brain Injury Treatment

Advanced Circulatory Systems, Inc. (ACSI) has developed a product called the ResQvent™. The ResQvent is an electronic, portable, reusable device that delivers ACSI's novel Intrathoracic Pressure Regulation (IPR) therapy and positive pressure ventilation. Non-invasive IPR therapy creates a vacuum inside the chest cavity that doubles blood flow to the brain and heart. This increased circulation increases blood pressure and lowers intracranial pressure in patients with elevated intracranial pressures (e.g., head trauma), in patients in shock from blood loss or sepsis, and in patients in cardiac arrest.

IPR therapy extends the "golden hour" of survival for traumatic brain injury (TBI) and severe hypotension victims in hostile or inaccessible locations. TBI and severe hypotension have high morbidity/mortality rates when medical care is not immediately available and ResQvent greatly extends the window for Warfighters or injured civilians to receive medical attention. The ResQvent and its underlying IPR technology are vital to the Department of Defense because it allows for non-invasive, non-surgical treatment for TBI and hemorrhagic shock patients at the point of injury and provides continued resuscitative care throughout the entire evacuation process. The ResQvent also has an integrated positive pressure ventilator and vacuum source used to control the vacuum in the chest. The device is small, lightweight, battery-powered, and portable for military use in the theater of operations and in other emergency settings.

Phase III Impacts:

ACSI has already commercialized two other products that deliver IPR therapy, the ResQPOD® and ResQGARD®, with sales to the military totaling over \$1.2M to date. The ResQPOD received an American Heart Association Class IIa recommendation — higher than any other drug used in the treatment of adult patients in cardiac arrest. ACSI's impedance threshold device technology was inducted into the Space Foundation Hall of Fame in 2008. ACSI was recently selected to receive \$600,000 from the U.S. Army SBIR Commercialization Pilot Program to complete development of the ResQvent and begin field integration.



For more information on Army SBIR Success Stories, visit our website:
www.armysbir.army.mil/commercialization